

**ANN ARBOR AREA BOARD OF REALTORS®
MLS SALES REPORT**

| | Jul-06 | | YTD-06 | | Jul-07 | | YTD-07 | |
|------------------------------------|--------|--------------------|--------|--------------------|--------|--------------------|--------|--------------------|
| <u>LISTINGS:</u> | | | | | | | | |
| Vacant | | 200 | | 1,067 | | 130 | | 945 |
| Commercial | | 46 | | 321 | | 38 | | 271 |
| Farm | | 1 | | 17 | | 1 | | 12 |
| Income | | 43 | | 345 | | 32 | | 261 |
| Residential | | 1,072 | | 7,738 | | 1,008 | | 7,474 |
| Condo | | 259 | | 1,721 | | 219 | | 1,839 |
| Bus Op | | 4 | | 66 | | 10 | | 43 |
| Total: | | 1,625 | | 11,275 | | 1,438 | | 10,845 |
| <u>SALES/AVG MKT DAYS:</u> | | | | | | | | |
| Vacant | 13 | 138 | 117 | 118 | 8 | 193 | 68 | 124 |
| Commercial | 8 | 150 | 55 | 229 | 5 | 222 | 43 | 165 |
| Farm | 0 | 0 | 2 | 52 | 0 | 0 | 1 | 14 |
| Income | 9 | 113 | 69 | 86 | 5 | 22 | 33 | 63 |
| Residential | 375 | 67 | 2,001 | 78 | 342 | 64 | 1,730 | 97 |
| Condo | 99 | 128 | 487 | 94 | 79 | 81 | 397 | 87 |
| Bus Op | 0 | 0 | 5 | 258 | 0 | 0 | 3 | 143 |
| Total Sales: | | 504 | | 2,736 | | 439 | | 2,275 |
| <u>VOLUME:</u> | | | | | | | | |
| Vacant | \$ | 1,903,100 | \$ | 14,212,996 | \$ | 1,278,000 | \$ | 11,871,850 |
| Commercial | \$ | 2,789,898 | \$ | 15,540,307 | \$ | 1,569,450 | \$ | 15,324,087 |
| Farm | \$ | - | \$ | 1,723,000 | \$ | - | \$ | 273,000 |
| Income | \$ | 1,410,000 | \$ | 16,250,806 | \$ | 1,852,000 | \$ | 12,646,950 |
| Residential | \$ | 97,662,805 | \$ | 532,625,654 | \$ | 90,426,060 | \$ | 430,277,602 |
| Condo | \$ | 16,201,539 | \$ | 88,804,500 | \$ | 15,174,650 | \$ | 75,627,206 |
| Bus Op | \$ | - | \$ | 1,334,000 | \$ | - | \$ | 144,500 |
| Total | \$ | 119,967,342 | \$ | 670,491,263 | \$ | 110,300,160 | \$ | 546,165,195 |
| SAS | | 100 | | 682 | | 121 | | 655 |
| SAS Fall Thru's | | 47 | | 304 | | 60 | | 360 |
| Withdrawals | | 546 | | 3,232 | | 733 | | 4,006 |
| <u>MEDIAN SALES PRICES:</u> | | | | | | | | |
| Vacant | \$ | 68,700 | \$ | 86,000 | \$ | 105,000 | \$ | 85,300 |
| Commercial | \$ | 89,500 | \$ | 96,208 | \$ | 141,950 | \$ | 141,600 |
| Farm | \$ | - | \$ | 861,500 | \$ | - | \$ | 273,000 |
| Income | \$ | 101,500 | \$ | 201,000 | \$ | 487,500 | \$ | 200,000 |
| Residential | \$ | 218,950 | \$ | 225,000 | \$ | 222,350 | \$ | 214,000 |
| Condo | \$ | 157,755 | \$ | 166,000 | \$ | 159,900 | \$ | 159,900 |
| Bus Op | \$ | - | \$ | 1,334,000 | \$ | - | \$ | 20,000 |
| <u>RESIDENTIAL AVG:</u> | | | | | | | | |
| AVERAGE List Price | \$ | 268,140 | \$ | 274,984 | \$ | 270,870 | \$ | 261,020 |
| AVERAGE Sale Price | \$ | 260,434 | \$ | 266,180 | \$ | 264,404 | \$ | 248,715 |
| % Sold > List Price | | 16% | | 14% | | 5% | | 9% |
| % Sold @ List Price | | 10% | | 13% | | 9% | | 10% |

New Construction YTD: 89 Sold /\$29,903,702 Dollar Volume /\$339,815 Average Sold Price /110 Days on Mkt.